

Message Text

UNCLASSIFIED

PAGE 01 BANGKO 02707 01 OF 02 270347Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----044429 270357Z /61

R 260919Z JAN 78
FM AMEMBASSY BANGKOK
TO USDOC WASHDC
INFO SECSTATE WASHDC 8816

UNCLAS SECTION 1 OF 2 BANGKOK 2707/1

E.O. 11652: N/A
TAGS: BEXP, TH
SUBJ: WTDR/FTI: INTERNATIONAL ENGINEERING CO., LTD.

REF: USDOC 00067

1. THAILAND
OFFICE USE: 2. 549 3. 0018700 4. 01
5. INTERNATIONAL ENGINEERING CO., LTD.
6. P.O. BOX 39, 614 SUKHUMVIT ROAD
7. BANGKOK
8. CONTACT: THIAM KARNCHANACHARI
9. TITLE: MANAGING DIRECTOR
OTHER OFFICERS ARE: PRAYAH D ANSUSINGHA, DIRECTOR AND GENERAL
MANAGER AND PROYONG ANSUSINGHA, MANAGER.
10. PHONE 3910722 11. TELEX: INTENCO-TH 2626
12. CABLE: GYSOM BANGKOK
13. ESTBL: 1922 14. EMPL: 725 15. SIZE: VERY LARGE
16. REPUTATION: Y-SATISFACTORY 17. RPT DATE: 01/78
OFFICE USE: 18. K 19. NA 20. X 21. NA 22. NA
23A. 35310/135 IMP. AGT. DIST. OF ROAD CONSTRUCTION EQUIPMENT
23B. 36300/135 IMP. AGT. DIST. OF ELECTRICAL EQUIPMENT
23C. 36620/135 IMP. AGT. DIST. OF COMMUNICATION EQUIPMENT
23D. 36344/135 IMP. AGT. DIST. OF ELECTRICAL HOUSEHOLD EQUIPMENT
23E. 34230/135 IMP. AGT. DIST. OF HAND TOOLS
23F. 38110/135 IMP. AGT. DIST. OF SCIENTIFIC INSTRUMENTS
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24. FOREIGN SALES: NA
25. FINANCIAL REFS: THE CHARTERED BANK, BANGKOK; BANK OF
AMERICAN BANGKOK; THAI FARMERS BANK, BANGKOK; THE LAEM THONG BANK
LTD., BANGKOK.
26. TRADE REFS: ITT EXPORT CORP., N.Y., WESTINGHOUSE ELECTRIC
CORP., PITTSBURGH, PENN.
27. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF ALUMINUM CO. OF

AMERICA, 1501 ALCOA BUILDING, PITTSBURGH, PENN. 15219 FOR ALUMINUM PRODUCTS; THE ARMCO INTERNATIONAL CORP., MIDDLETOWN, OHIO 54041 FOR STEEL BUILDING MATERIALS; AMERICAN INSTRUMENTS CO., INC., 8030-8050 GEORGIA AVE., SILVER SPRING, MD. 20910 FOR SCIENTIFIC INSTRUMENTS; ATHEY PRODUCTS CORP., ROUTE 1A, NORTH RALEIGHT, NORTH CAROLINA 27602 FOR TRACTOR WAGONS; APPLIED POWER INTERNATIONAL, P.O. BOX 3100, MILWAUKEE, WIS. 53218 FOR TOOLS AUTO AND TRUCK EQUIPMENT, BLAW-KNOX CO., P.O. BOX 1198, PITTSBURGH 30, PENN. FOR CONSTRUCTION MACHINERY AND EQUIPMENT; BYERS SUPPLY INC., P.O. BOX 7195, 3124 EAST 14TH STREET, OAKLAND, CALIF. 94601 FOR AUTOMATIC WELDERS AND ACCESSORIES; THE DEVIBISS CO., P.O. BOX 913, TOLEDO, OHIO 43601 FOR AIR COMPRESSING EQUIPMENT; DEVERSIFIED EXPORTS, INC., P.O. BOX 6842, HOUSTON, TEXAS 77005 FOR PACKERS AND PUMPS; DITTO INC., 6800 MCCORMICK, CHICAGO, ILLIONIS FOR OFFICER MACHINES; ELKHORN ASSOCIATES, INC., P.O. BOX 263, ALTA LOMA, CALIF. 91701 FOR AMERICAN STEAM CLEANER AND WASHER; ESTERLINE ANGUS, INDIANAPOLIS, INDIANA 46224 FOR RECORDING INSTRUMENTS; FWD CORP., CLINTONVILLE, WIS. FOR MOTOR TRUCKS; FLECO CORP., JACKSONVILLE, FLORIDA 32203 FOR LAND CLEARING EQUIPMENT; FILTRINE MFG. CO., 60 WEST-PROSPECT STREET, WALDWICK, N.J. 07463 FOR FILTERING AND COOLING SYSTEMS; GRAPHIC CONTROL CORP., 189 VAN RENELADR STREET, BUFFALO, N.Y. 14210 FOR RECORDING AND CHART; GOULD INC., INDUSTRIAL BATTERY DIV., 2050 CABOT BLVD. WEST, LANGHORNE, PA. 19047 FOR INDUSTRIAL STORAGE BATTERIES AND RELATED EQUIPMENT; HATHAWAY INSTRUMENTS INC., 750 THIRD AVE., NEW YORK, N.Y. 10017 FOR PRECISION INSTRUMENTS; IOWA MANUFACTURING CO., CEDAR RAPIDS, IOWA 54202 FOR CRUSHING AND UNCLASSIFIED

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SCREENING PLANTS; ILG INDUSTRIES INC., 2850 N. PULASKI ROAD, CHICAGO, ILLIONIS 50541 FOR VENTILATORS; ITT CANNON ELECTRIC, 3208 HUMBOLDT STREET, P.O. BOX 3943, TERMINAL ANNEX, LOS ANGELES, CALIF. 90031 FOR ELECTRONIC PLUGS AND CONNECTORS; ITT EXPORT CORP., 75 VARICK STREET, 75 VARICK STREET, NEW YORK, N.Y. 10013 FOR COMMUNICATION AND ELECTRICAL EQUIPMENT; INTERNATIONAL HARVESTER CO., PAY LINE GROUP, 600 WOODFILED, SCHAUMBURG, ILLIONIS 60196 FOR TRACTORS AND EARTH MOVING EQUIPMENT; LORAIN INTERNATIONAL, DIV. OF KOERHRING OVERSEAS CORP., S.A., P.O. BOX 8653, SAN JUAN, PURETO RICO 00910 FOR CONSTRUCTION EQUIPMENT; LINK BELT CO., INT'L DIV., 233 BROADWAY, NEW YORK, N.Y. 10007 FOR CONVEYING EQUIPMENT; NATIONAL CASTINGS, DIV. OF MIDLAND-ROSS CORP., 10600 QUINCY AVE., CLEVELAND, OHIO 44106 FOR AUTOMATIC COUPLERS; THE NEW BRITAIN MACHINE CO., 238 MAIN STREET, CAMBRIDGE, MASS. 02142 FOR HAND TOOLS, HYDRAULIC SHOP TOOLS; OAKITE PRODUCTS, INC., 50 VALLEY ROAD, BARKELEY HEIGHTS, N.J. 07922 FOR MATERIAL FOR CLEANING, RUST PREVENTION; RFL INTERNATIONAL, INC., BOONTON, N.J. 07005 FOR COMMUNICATION PRODUCTS; ROCKWELL MFG. CO., 400 N. LEXINGTON AVE., PITTSBURGE, PENN. 15208 FOR MACHINE TOOLS; SOILTEST INT'L, INC., 2205 LEE ST., EVANSTON, ILL. 60202 FOR SCIENTIFIC AND LABORATORY TESTING EQUIP; SOUTH BEND LATHE, INC., 400 W. SAMPLE STREET, SOUTH BEND, INDIANA 46623 FOR METAL WORKING MACHINERY; SPEEDSTAR, DIV. OF

KOEHRING OVERSEAS CORP. S.A., P.O. BOX 1712, ENID, OKLAHOMA 73701
FOR WELL DRILLING EQUIPMENT; STOODY INT'L CO., P.O. BOX 4901,
WHITTIER, CALIF. 90607 FOR ELECTRODE; SYSTRON DONNER, 888 GALINDO,
CONCORD, CALIF. 94520 FOR INSTRUMENTS; TOLEDO SCALE CO., P.O. BOX
6757, TOLEDO, OHIO 43612 FOR INDUSTRIAL SCALES; TOWNER MFG. CO.,
SANTA AVENUE, CALIFORNIA FOR EARTH MOVING EQUIPMENT; TINIUS OLSEN
TESTING MACHINE CO., EASTON ROAD, WILLOW GROVE, PA. 19090 FOR
TESTING MACHINERY; U.S. STEEL INT'L (NEW YORK) INC., P.O. BOX 75,
100 CHURCH STREET, NEW YORK, N.Y. 10017 FOR STEEL PLATE AND WIRE
ROPE; WARD'S NATURAL SCIENCE ESTABLISHMENTS INC., P.O. BOX 1712,
ROCHESTER, N.Y. 14603 FOR BIOLOGY AND EARTH SCIENCES EQUIPMENT;
WESTINGHOUSE ELECTRIC CORP., 200 PARK AVE., NEW YORK, N.Y. 10017
FOR ELECTRICAL EQUIPMENT; WESTINGHOUSE AIR BRAKE CO., WILMERDING,
PA. 15148 FOR AIR BRAKE EQUIPMENT; WESTON INSTRUMENTS INC., 614
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FRELINGHUYSEN AVE., NEWARK, N.J. 07114 FOR MEASURING INSTRUMENTS;
WILKINSON ELECTRONICS INC., 1937 MACDADE BLVD., WOODLYN, PA 19094
FOR AM-FM BROADCASTING TRANSMITTER AND EQUIPMENT.

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ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----044425 270358Z /61

R 260919Z JAN 78
FM AMEMBASSY BANGKOK
TO USDOC WASHDC
INFO SECSTATE WASHDC 8817

UNCLAS SECTION 2 OF 2 BANGKOK 2707/2

28. POST EVALUATION: INTERNATIONAL ENGINEERING CO., LTD., WAS
INCORPORATED IN THAILAND IN 1952 TO TAKE OVER THE BUSINESS OF
INTERNATIONAL ENGINEERING CO., INC. WHICH, SINCE 1922, HAD
OPERATED BOTH IN THE UNITED STATES AND IN THAILAND. ITS INITIAL
REGISTERED CAPITAL OF \$500,000 WAS INCREASED TO \$650,000 IN QOTIM
IT ACTS AS IMPORTER AND DISTRIBUTOR OF ROAD CONSTRUCTION EQUIPMENT,
MARINE ENGINES, TELECOMMUNICATIONS EQUIPMENT AND ELECTRICAL GOODS.
SEVENTY PERCENT OF ITS IMPORTS ARE FROM U.S. AND THE REMAINING

THIRTY PERCENT FROM EUROPE AND JAPAN. ITS ANNUAL SALES INCREASED FROM \$5 MILLION IN 1974 TO \$35 MILLION IN 1976. SUBJECT FIRM OWNS A FOUR STORY BUILDING OF 10,535 SQ. METERS OF WHICH 6,100 SQ. METERS ARE FOR OFFICE SPACE, 120 SQ. METERS FOR A SHOWROOM, AND THE REMAINING FOR WAREHOUSE AND WORKSHOP. IT MAINTAINS TWO BRANCHES; ONE IN PHUKET (SOUTHERN THAILAND) AND THE OTHER IN KHON KAEN (NORTHEASTERN THAILAND). IT HAS THREE SUBSIDIARIES IN BANGKOK: SPECIALTY ENGINEERING CO., LTD. (WTDR 11/73), IMPORTER AND DISTRIBUTOR OF ELECTRICAL GOODS, MACHINE TOOLS, CONSTRUCTION MATERIALS AND GENERAL MERCHANDISE, THE AMALGAMATED ENGINEERIG CO., LTD. (WTDR 10/74), IMPORTER AND DISTRIBUTOR OF HEAVY CONSTRUCTION MACHINES AND ASSEMBLER OF BUSES, TRUCKS, TRAILERS AND ELECTRICAL AND METAL PRODUCTS MANUFACTURING CO., LTD. IT IS A MEMBER OF AMERICAN CHAMBER OF COMMERCE AND THAI CHAMBER OF COMMERCE. SUBJECT FIRM, CONSIDERED TO BE AMONG THE MOST PROMINENT FIRMS IN THAILAND, IS HIGHLY REGARDED IN BUSINESS AND BANKING CIRCLES. LOCAL BANKS REPORT FAVORABLY ON SUBJECT FIRM, STATING THAT IT MAINTAINS A WELL CONDUCTED ACCOUNT AND A CONSIDERABLE AMOUNT OF UNCLASSIFIED

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CREDIT HAS BEEN PROVIDED WITH SATISFACTORY RESULTS. THE EMBASSY CONSIDERS SUBJECT FIRM TO BE AN EXCELLENT TRADE CONTACT FOR U.S. FIRMS.

29. PREP: SATHIT/SOMSAK APPR: JAMES H. SAVERY
WHITEHOUSE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 26 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BANGKO02707
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780040-0151
Format: TEL
From: BANGKOK
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780121/aaaaarqq.tel
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Litigation History:
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Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3712949
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI: INTERNATIONAL ENGINEERING CO., LTD.
TAGS: BEXP, TH
To: COM
Type: TE
vdkgvwkey: odbs://SAS/SAS.dbo.SAS_Docs/024b09e0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014